

Message Text

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ACTION EB-07

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E.O. 11652: N/A

TAGS: BTRA BGEN EIND EINV TO

SUBJECT: VISIT TO LOME BY DANIELS & BELL, INC. AND CHAS. TI.
MAIN INTER. INC.

REF: A) OUAGADOUGOU 1240 (NOTAL)

B) LOME 1073 (NOTAL)

C) STATE 106143 (NOTAL)

D) LOME 951 (NOTAL)

S E) LOME 1986, AUG 30, 1974 (NOTAL)

BEGIN UNCLASSIFIED

1. SUMMARY. TWO AND ONE-HALF WEEK EFFORT BY GERARD BLANC OF CHAS
T. MAIN INTERNATIONAL, INC. AND ONE WEEK EFFORT BY TRAVERS J.
BELL AND STEVE A. HORTON OF DANIELS & BELL, INC. PRODUCED FEW
RESULTS IN ATTEMPT TO OBTAIN GOT SIGNATURES ON CONTRACTS FOR
\$500 MILLION WORTH OF PROJECT PROPOSALS. BOTH COMPANIES' REPS
DEPARTED LOME JUNE 14 AFTER SUBMITTING AMENDED DOCUMENT TO MINPLAN
FOR ONLY INITIAL STUDIES OF TWO OF FOUR ORIGINAL PROJECT PROPOSALS,
AT ONLY FRACTION OF VALUE ORIGINALLY ANTICIPATED. END SUMMARY.

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2. CHAS T. MAIN INTER. REP GERARD BLANC ARRIVED LOME MAY 28, AS

FOLLOW-UP TO MARCH 1975 VISIT, FOR PRESENTATION AND DISCUSSION OF TWO-VOLUME, FOUR-PROJECT PROPOSAL CONSISTING OF CITY OF LOME WATER AND SANITATION, TRANS-TOGO RAILROAD, HYDROELECTRIC/IRRIGATION DAM AND TELECOMMUNICATIONS PROJECTS WITH MINPLAN AND OTHER GOT OFFICIALS. BLANC JOINED JUNE 8 BY TRAVERS BELL AND STEVE HORTON OF DANIELS & BELL, INC., COMPANY RESPONSIBLE FOR INITIATING CONTACT WITH GOT EARLY 1974.

3. AMERICAN REPRESENTATIVES TALKED TO WIDE VARIETY GOT OFFICIALS CONCERNED WITH PROSPECTIVE PROJECTS, ESPECIALLY MINPLAN OFFICIALS INCLUDING MINISTER DOGO. TO COMPANIES' DISMAY, MINPLAN REJECTED BOTH TELECOMMUNICATIONS AND HYDROELECTRIC/IRRIGATION PROPOSALS, BUT INDICATED INTEREST IN CITY OF LOME AND RAILROAD PROJECTS. BEFORE DEPARTING JUNE 14, BELL SUBMITTED REDUCED PROPOSAL TO MINPLAN FOR LATTER TWO PROJECTS. (LOME PROJECT INCLUDES WATER SUPPLY AND DISTRIBUTION, SEWER SYSTEM AND SEWAGE TREATMENT.) PROPOSAL, IF ACCEPTED BY GOT, WOULD COMMIT TOGOLESE ONLY TO FIRST PHASE OF BOTH PROJECTS, I.E., INVESTMENT ADVISORY AND CONSULTING ENGINEERING SERVICES, AT MAXIMUM COST OF \$2.3 MILLION, PAYABLE OVER FOURTEEN MONTHS. (FEE COVERS ONLY FEASIBILITY STUDIES AND FINANCING RECOMMENDATIONS.) PROPOSAL ALSO STIPULATES GOT WOULD AGREE TO UTILIZE D&B FINANCIAL SERVICES SHOULD TOGO DECIDE TO IMPLEMENT PROJECTS. FROM \$2.3 MILLION PAYMENT, D&B WOULD PAY CHAS. T. MAIN AND OTHERS FOR SERVICES RENDERED DURING FIRST PHASE AND ESTABLISH OFFICE IN LOME.

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4. COMMENT: EMBASSY PUZZLED WHY GOT DROPPED HYDROELECTRIC/IRRIGATION DAM PROJECT FROM ORIGINAL FOUR-PART PROPOSAL AS SOME TYPE OF MONO RIVER DAM HAS BEEN OF LONG-STANDING INTEREST HERE. NEITHER D&B NOR MAIN REPS OFFERED ANY EXPLANATION OF THIS OR OF TOGOLESE APPARENT WISH TO EXTEND EXISTING RAIL NETWORK, WHICH MAIN AS WELL AS EMBASSY VIEW AS IMPRACTICAL (REFTELS A & B). AS FOR TELECOMMUNICATIONS PROJECT, TOGO MAY BE SHOPPING ELSEWHERE AS MIN OF INFORMATION, POSTS AND TELECOMMUNICATIONS KWAQVI BENYI JOHNSON STOPPED OFF IN LONDON AND PARIS (ON RETURN FROM MONTH-LONG TRIP TO CHINA AND NORTH KOREA) TO VIEW "MODERN" TELEPHONE SYSTEMS AND CONTACT SUPPLIERS ("TOGO-PRESSE", JUNE 24). FACT THAT GOT DROPPED DISCUSSION THESE TWO PROJECTS WITH LIMITED OFFICIAL USE

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AMERICANS AND DID NOT COMMIT ITSELF WHOLLY TO REMAINING TWO CAME AS RUDE AWAKENING TO D&B (LESS SO TO MORE EXPERIENCED MAIN REP), WHO ARRIVED HERE CONFIDENT OF OBTAINING GOT SIGNATURES ON CONTRACTS FOR ALL FOUR PROJECTS. WHETHER GOT IS SKEPTICAL OF DOING BUSINESS WITH FIRM OF D&B CALIBER (REFTEL C) OR IS EVEN WILLING AND ABLE TO FOLLOW THROUGH REMAINS TO BE SEEN. AT THIS POINT EMBASSY CAN ONLY SAY IT IS NOT OPTIMISTIC OVER CHANCES FOR QUICK AND FAVORABLE RESPONSE BY TOGOLESE TO AMENDED PROPOSAL.

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